



Diversified Horticulture Entrepreneurship

Example Application

ENTREPRENEURSHIP

Proficiency

TENNESSEE



Place Label Here

CHAPTER #: TN0159

STATE: TN

Member ID #

DIVERSIFIED HORTICULTURE

Name of Proficiency Award Area

1. Name: Melissa Burniston
2. Date of Birth: 11/11/1983 3. Age: 18
4. Gender: Male ☒ X Female 5. Social Security #: 000-00-0000
6. Address: (street/R.R./box no.) 1167 Dry Hill Road
- City: Anywhere State: TN Zip: 55555
7. Home Telephone number (including area code): (555) 555-5555
8. Name of Parents/Guardians 9. List Parents/Guardians Occupation Below:
- a. Father: Harvey Burniston, Jr. Agriculture Teacher
- b. Mother: Maureen Burniston Registered Nurse
10. Complete FFA Chapter Name: Anywhere County FFA
11. Name of High School: Anywhere County High School
12. School Address: (street/RR./box no.) 510 Fairground Lane
- School City: Anywhere State: TN School Zip: 55555
13. School Telephone Number (including area code): (555) 555-1111
14. Chapter Advisor(s): Harvey Burniston, Jr.; Kenneth McQueen, Thomas Boyd, Herbie Adams
15. Year FFA Membership Began: 1998
16. Years of Agricultural Education Completed: 4
17. Years of Agricultural Education Offered (grades 7-12) in high school last attended: 4
18. Year in school at time of applying for the award: 4
19. If you have graduated from the high school, year graduated:
20. State/National Dues paid? NO YES ☒ X

We have examined this application and find that the records are true, accurate, and complete. We hereby permit for publicity purposes, the use of any information included in this application with the exception of the following:

Candidate Signature

Parent or Guardian Signature

In addition, we certify the applicant has achieved a satisfactory record of scholastic achievement.

Chapter Advisor Signature

 Superintendent or Principal Signature
 (indicate which)

The information contained in this application has been substantiated by an actual visit to the site of the applicant's supervised agricultural experience program.

Employer Signature (if applicable)

State Supervisor, Ag Ed, Signature

NOTICE: This application will not be returned by the National FFA Organization. Please make a copy for your records.

I. Performance Review

DIVERSIFIED HORTICULTURE

A. Getting Started in this activity:

(15)

1. Briefly describe your SAE as it is related to this proficiency area. Describe how you started in this proficiency area. What interested and motivated you to begin?

"Do what you love; love what you do." I have taken this adage to heart, especially in my Supervised Agriculture Experience program. I have been involved in some type of agriculture virtually since I could walk, but my favorite has always been diversified horticulture. Because of my love for agriculture, it was logical that when I entered high school my Supervised Agriculture Experience would be diversified horticulture. By starting a diversified horticulture program, I got to do something I loved and get paid for it!

Working and creating something beautiful from my own hands is one of the greatest joys I receive from my SAE; it is also one of the main reasons I started and watched prosper my own greenhouse and landscaping operation. The greenhouse part of my operation totals 3,840 square feet.

2. When you were planning your supervised agricultural experience in this proficiency area, what 2 or 3 goals and objectives did you plan to achieve at this point in your development?

When I first began my Supervised Agriculture Experience program, I wanted to build a profitable business for myself and sisters while providing the surrounding communities with beautiful perennials and quality landscape design/implementation for their homes and businesses.

I also set my sights on having an exciting, fulfilling job that would bring me not only joy, but a deep sense of self confidence and pride.

By setting these goals and objectives for myself, I provided an incentive to work hard so I could achieve them. Looking at my business right now, I feel I have accomplished, even surpassed, these goals.

B. Progress:

1. Describe any special advantages or disadvantages that had a major impact on your achievements in your supervised agricultural experience program.

The greatest advantage in my Supervised Agriculture Experience program was the fact that my father was already a part of the horticulture field in our community through his agriculture teaching position and side landscaping business. He knew nurserymen my sisters and I could market our greenhouse products to and gave us pointers on how to begin our landscaping endeavors.

Another advantage I had was choosing my own land and acreage for my business, so I chose to build it right across from my house! Since it was so conveniently located, I not only don't have to pay gas mileage to get there, I can work longer, more satisfying hours to achieve my goals.

As far as I can tell, there are no disadvantages to my program!

I. Performance Review

(continued)

DIVERSIFIED HORTICULTURE

B. Progress (continued)

2. Explain how resources such as livestock, land, buildings, equipment, machinery, supplies and labor are obtained and utilized in this proficiency area.

"Always look to the future but never forget the past." When running a business, this adage is especially important to remember; the first resource I needed to obtain was land for my greenhouses. By contracting on the greenhouses first, I could build up my stock, therefore having plants ready to go when needed for landscaping.

My parents own 44 acres of prime land, so in return for landscaping and nursery labor (which only increased my knowledge and experience level) they gave us enough land for two greenhouses plus room for expansion in the future.

3. Describe your marketing and/or merchandising plans for this proficiency award area.

Marketing is a must have for all businesses in today's consumer oriented society. By creating our own business cards to distribute to local businesses, people we sold to or landscaped for, and garden centers around the area we guarantee people learn about our business.

However, the best way to achieve a successful and prosperous business is to do a good job and have satisfied happy customers. By always creating a unique landscape design, always selling an exceptional plant (replacement if not) and keeping contact with our past customers my sisters and I ensure not only repeat customers but new ones as well.

C. Analysis/Evaluation of Program

1. Describe your level of achievement and progress towards your goals (such as skills, scope, etc.) in this award area as related to the goals and objectives described on page 2, question 2.

The best feeling in life comes when one has worked extremely hard to achieve a goal and finally the work pays off; one goal down, only 100,000,000 left to go! I feel I have accomplished the goals and objectives I set when beginning my operation with flying colors! I now have over 5,800 plants for a total value of over \$15,000 dollars! I have also established a prosperous landscaping program that provides the surrounding communities with wonderful picturesque views to enjoy.

2. Describe the personal goals, educational goals, and career goals you would like to achieve in the next ten years.

Ambition is one attribute I have in abundance! When looking at the next ten years, I foresee many goals, one of which is becoming a Tennessee FFA state officer. My public speaking skills and love of people have enabled me to achieve many goals throughout high school, but as I accomplished one I made another! My goals now include winning state and then national extemporaneous speaking, graduate number one in my class with a 4.0 GPA and the leap into college life at Tennessee Technological University. While in college, I will major in agriculture education, minor in public relations and maintain a 3.5 GPA or higher. By following through on these goals I can incorporate my FFA skills and Supervised Agriculture Experience skills in my future career. My goal for my career is simple: to incorporate all I have learned in FFA, in my Supervised Agriculture Experience program and in college to help me become more successful in my chosen path.

D. Skills, Competencies, and Knowledge (List your BEST 10)

1. List the major skills, competencies and knowledge (e.g. marketing, safety, personal skills development) that best describe what you gained technically and personally from this proficiency area. How do you think these skills, competencies, and knowledge contributed to your success in this award area?

Skills, Competencies, and Knowledge	Contributions to Success
1. Communication Skills	1. I have to be able to convey my thoughts and knowledge to the customers clearly and effectively to successfully sell my products and portray my ideas for landscaping.
2. Landscape Design	2. Being able to draw and design landscape plans and present it to the customer effectively is vital to the production and operation of my business.
3. Record Keeping	3. To have a successful business, one has to keep records. I keep an inventory of all plants & landscape appointments at all times so I will know how many plants I have and how much they are worth, plus how many landscape jobs I have.
4. Plant Nomenclature	4. In order to know what plant my customer wants, I need to be able to know all of my plants, plus where I can find them if I don't have them.
5. Transplanting	5. To keep plants alive and happy, one has to give them adequate room for growth and air; transplanting the plants is essential to success for them and me?
6. Install irrigation systems.	6. Plants need water to live, and having two greenhouses with over 12,000 plants take a very long time to water! To lower labor hours, I installed an irrigation system which also lowered my water bill.
7. Marketing Skills	7. In order to have customers in the first place, one has to market one's product. By creating a business card, distributing them to local businesses and always having good customer relations, I market my business.
8. Maintaining Greenhouse Sanitation	8. A sanitary greenhouse is one of the most vital precautions one can take. It cuts down on disease, pests and fungi which occur with annoying regularity. I also cut down on pesticide use by sanitizing.
9. Pesticide Applicator	9. Greenhouses have diseases lurking around every corner. The goal is to get rid of them and still manage pesticides well. I obtained a pesticide license so I could learn how to get rid of the pests and keep application rates low.
10. Fertilization	10. A key component to keeping plants happy is fertilization. By using Osmocote 14 14 14 and liquid fertilizer, I keep my plants on the proper nutrient ration and keep them happy!

II. Inventory Related to: DIVERSIFIED HORTICULTURE

(Applicant's Share)

(10)

	Beginning		Ending	
	Quantity	Total Value (A)	Quantity	Total Value (B)
1. Current/Operating Inventory				
a. Candidate's investment in harvested & growing crops	0	\$0	5,890	\$15,818
b. Candidate's investment in feed, seed, fertilizer chemicals, supplies & other current/operating assets	0	\$0	pots,fert.	\$2,724
c. Candidate's investment in merchandise, crops and livestock purchased for resale.				
d. Candidate's investment in raised market livestock and poultry				
2. Total Current/Operating Inventory (a+c+d)	XXXXXXXX	\$0 ⁽¹⁾	XXXXXXXX	\$18,542 ⁽²⁾
3. Non-Current/Capital Non-Depreciable Property				
a. Candidate's investment in non-depreciable draft, pleasure and breeding livestock & poultry				
b. Candidate's investment in land				
c. Total Non-Current/Capital Non-Depreciable Inventory	XXXXXXXX	\$0 ⁽³⁾	XXXXXXXX	\$0 ⁽⁴⁾
4. Non-Current/Capital Depreciable Inventory				
a. Candidate's investment in depreciable draft, pleasure and breeding livestock				
b. Candidate's investment in machinery, equipment & fixtures	0	\$0	assort.	\$7,840
c. Candidate's investment in depreciable land improvements, buildings and fences	0	\$0	33% GH	\$2,318
d. Total Non-Current/Capital Depreciable Inventory (a+b+c)		\$0 ⁽⁵⁾		\$10,158 ⁽⁶⁾
5.Total Non-Current/Capital Inventory (3c+4d)	XXXXXXXX	\$0 ⁽⁷⁾	XXXXXXXX	\$10,158 ⁽⁸⁾

III. Schedule of Liabilities Related to: DIVERSIFIED HORTICULTURE

(5)

(Applicant's Share)

	Beginning (A)		Ending (B)
Current/Operating Liabilities			
(a) Total accounts and notes payable	\$0 ⁽⁹⁾		\$0 ⁽¹⁰⁾
(b) Total Current portion of non-current debt	\$0 ⁽¹¹⁾		\$0 ⁽¹²⁾
(c) Total Current Liabilities (a + b)	\$0 ⁽¹³⁾		\$0 ⁽¹⁴⁾
Non-Current/Capital Liabilities			
(d) Total notes & chattel mortgages	\$0 ⁽¹⁵⁾		\$0 ⁽¹⁶⁾
(e) Total real estate mortgages/contracts	\$0 ⁽¹⁷⁾		\$0 ⁽¹⁸⁾
(f) Total Non-Current Liabilities (d + e)	\$0 ⁽¹⁹⁾		\$0 ⁽²⁰⁾

* Transfer values for #(1) - (20) to corresponding number on page 7

IV. Scope Related To:

DIVERSIFIED HORTICULTURE

(Applicant's Share)

(5)

YEAR	1998	1999	2000
KIND OF ENTERPRISE	Nursery	Nursery Operations	Nursery
SIZE OF ENTERPRISE		2 greenhouses	2 greenhouses
KIND OF ENTERPRISE	Landscaping	Landscaping	Landscaping
SIZE OF ENTERPRISE			
KIND OF ENTERPRISE			
SIZE OF ENTERPRISE			
KIND OF ENTERPRISE			
SIZE OF ENTERPRISE			

V. Income and Expense

(Applicant's Share)

(15)

Summary Related To:

DIVERSIFIED HORTICULTURE

Year	1998	1999	2000
1. Current/Operating Income			
a. Closing Current/ Operating Inventory	\$1,200	\$6,200	\$15,370
b. Beginning Current/ Operating Inventory	\$0	\$1,200	\$6,200
c. Change in Current/ Operating Inventory (a minus b)	\$1,200	\$5,000	\$9,170
d. Cash Sales	\$2,600	\$6,035	\$7,100
e. Value of Products Used at Home			\$225
f. Value of Production Transferred or Bartered			
g. Value of Ag Labor Exchanged for Non-Cash Operating Expenses	\$290	\$1,475	\$2,100
h. Total Current/Operating Income (c-g)	\$4,090	\$12,510	\$18,595
2. Current/Operating Expenses			
a. Current/ Operating Inventory Purchased	\$0	\$820	\$2,825
b. Cash Current/ Operating Expenses-Feed			
c. Non-Cash Current/ Operating Expenses-Feed			
d. Cash Current/ Operating Expenses-Other			
e. Non-Cash Current/ Operating Expenses-Other	\$290	\$1,475	\$2,100
f. Total Current/ Operating Expenses (add a thru e)	\$290	\$2,295	\$4,925
3. Net Current/Operating Income (1h minus 2f)	\$3,800	\$10,215	\$13,670
4. Non-Current/Capital Transactions			
a. Closing Non-Current/Capital Inventory	\$428	\$8,300	\$9,025
b. Non-Current/Capital Sales	\$0	\$0	\$0
c. Beginning Non-Current/Capital Inventory	\$0	\$428	\$8,300
d. Non-Current/Capital Purchases	\$400	\$6,000	\$1,300
e. Net Capital Transactions (a+b minus c minus d)	\$28	\$1,872	(\$575)
5. RETURN TO CAPITAL, LABOR & MGMT (3+4e)	\$3,828	\$12,087	\$13,095
6. TOTAL RETURN TO CAPITAL, LABOR & MGMT (5A+5B+5C+5D+5E+5F)	XXXXXXXXXX	(Years 1- 3)	\$29,010
	XXXXXXXXXX	(5A+5B+5C ONLY)	

IV. Scope Related To:

(Applicant's Share)

DIVERSIFIED HORTICULTURE

(5)

YEAR	2001	2002	2003
KIND OF ENTERPRISE	Nursery		
SIZE OF ENTERPRISE	2 greenhouses		
KIND OF ENTERPRISE	Landscaping		
SIZE OF ENTERPRISE			
KIND OF ENTERPRISE			
SIZE OF ENTERPRISE			
KIND OF ENTERPRISE			
SIZE OF ENTERPRISE			

V. Income and Expense

(Applicant's Share) (continued)

(15)

Summary Related To:

DIVERSIFIED HORTICULTURE

	X		
Year	2001	2002	2003
1. Current/Operating Income			
a. Closing Current/ Operating Inventory	\$18,542	\$0	\$0
b. Beginning Current/ Operating Inventory	\$15,370	\$0	\$0
c. Change in Current/ Operating Inventory (a minus b)	\$3,172	\$0	\$0
d. Cash Sales	\$7,525		
e. Value of Products Used at Home	\$175		
f. Value of Production Transferred or Bartered			
g. Value of Ag Labor Exchanged for Non-Cash Operating Expenses	\$1,200		
h. Total Current/Operating Income (c-g)	\$12,072	\$0	\$0
2. Current/Operating Expenses			
a. Current/ Operating Inventory Purchased	\$3,975		
b. Cash Current/ Operating Expenses-Feed			
c. Non-Cash Current/ Operating Expenses-Feed			
d. Cash Current/ Operating Expenses-Other	\$1,200		
e. Non-Cash Current/ Operating Expenses-Other	\$175		
f. Total Current/ Operating Expenses (add a thru e)	\$5,350	\$0	\$0
3. Net Current/Operating Income (1h minus 2f)	\$6,722	\$0	\$0
4. Non-Current/Capital Transactions			
a. Closing Non-Current/Capital Inventory	\$10,158		
b. Non-Current/Capital Sales	\$0		
c. Beginning Non-Current/Capital Inventory	\$9,025	\$0	\$0
d. Non-Current/Capital Purchases	\$2,666		
e. Net Capital Transactions (a+b minus c minus d)	(\$1,533)	\$0	\$0
5. RETURN TO CAPITAL, LABOR & MGMT (3+4e)	\$5,189	\$0	\$0
6. TOTAL RETURN TO CAPITAL, LABOR & MGMT (5A+5B+5C+5D+5E+5F)	XXXXXXXXXX	XXXXXXXXXX	\$34,199
	XXXXXXXXXX	(Years 1 - 6)	

VI. Applicants Financial Balance Sheet Statement

DIVERSIFIED HORTICULTURE

(5)

	Beginning Value of First Year (SAE)		Ending of Last Complete Year	
	Related to Proficiency (A)	Total (B)	Related to Proficiency (C)	Total (D)
1. Current/Operating Assets				
a. Cash on-hand, checking and savings	\$379	\$379	\$1,225	\$1,225
b. Cash value - bonds, stocks, life insurance	\$214	\$214	\$388	\$388
c. Notes & accounts receivable	\$0	\$0	\$0	\$0
d. Current/Operating Inventory	\$0 ⁽¹⁾	\$0	\$18,542 ⁽²⁾	\$18,542
e. Total Current/Operating Assets (a+b+c+d)	\$593	\$593	\$20,155	\$20,155
2. NON-CURRENT/CAPITAL ASSETS				
a. Non-depreciable inventory (including land)	\$0 ⁽³⁾	\$0	\$0 ⁽⁴⁾	\$0
b. Depreciable inventory (Includes purchased of breeding stock)	\$0 ⁽⁵⁾	\$0	\$10,158 ⁽⁶⁾	\$10,158
c. Total Non-Current/Capital Assets (a+b)	\$0 ⁽⁷⁾	\$0	\$10,158 ⁽⁸⁾	\$10,158
d. TOTAL ASSETS (1e+2c)	\$593	\$593	\$30,313	\$30,313
3. CURRENT/OPERATING LIABILITIES				
a. Accounts & notes payable	\$0 ⁽⁹⁾	\$0	\$0 ⁽¹⁰⁾	\$0
b. Current portion of non-current debt	\$0 ⁽¹¹⁾	\$0	\$0 ⁽¹²⁾	\$0
c. Total Current/Operating Liabilities (a+b)	\$0 ⁽¹³⁾	\$0	\$0 ⁽¹⁴⁾	\$0
4. NON-CURRENT/CAPITAL LIABILITIES				
a. Notes & chattel mortgages (total minus current portion)	\$0 ⁽¹⁵⁾	\$0	\$0 ⁽¹⁶⁾	\$0
b. Real estate mortgages/contracts (total minus current portion)	\$0 ⁽¹⁷⁾	\$0	\$0 ⁽¹⁸⁾	\$0
c. Total Non-Current/Capital Liabilities (a + b)	\$0 ⁽¹⁹⁾	\$0	\$0 ⁽²⁰⁾	\$0
d. TOTAL LIABILITIES (3c+4c)	\$0	\$0	\$0	\$0
5. OWNER'S EQUITY/NET WORTH (2d minus 4d)	\$593	\$593	\$30,313	\$30,313
6. GAIN OR LOSS IN OWNER'S EQUITY	XXXXXX	XXXXXX	\$29,720 ⁽²¹⁾	\$29,720 ⁽²²⁾
7. WORKING CAPITAL (1e minus 3c) (Current Assets minus Current Liabilities)	\$593	\$593	\$20,155	\$20,155
8. CURRENT RATIO (1e divided by 3c) (Current Assets divided by Current Liabilities)	\$593 / to \$1	\$593 / to \$1	\$20,155 / to \$1	\$20,155 / to \$1
9. DEBT-TO-EQUITY RATIO (4d divided by 5) (Total liabilities divided by owners equity)	\$0.00 / to \$1	\$0.00 / to \$1	\$0.00 / to \$1	\$0.00 / to \$1

* For # (1)-(20) values are transferred from corresponding numbers on page 5.

(21) Line 5, Column (C) minus Line 5, Column (A) (22) Line 5, Column (D) minus Line 5, Column (B)

VII. Efficiencies Attained (refer to Appendix I, II of Proficiency Award Handbook):

(5)

Efficiency Factor	Year	Level Achievement	Describe how this factor was used to manage this enterprise
Pesticide License	1998	100%	Enabled me to purchase and apply my own pesticides.
Weed Control	1998-2001	98%	Use Treflan for preemergence control of weeds which slow plant growth.
Fertilization	1998-2001	100%	Use Osmocote 14-14-14 slow release fertilizer and Peters liquid fertilizer to maintain plant vigor.
Marketing	1999-2001	100%	Used skills learned in agriculture and marketing classes to promote and market my plants in person and on the phone.

VIII. Non-Cash Income NOT Related to this Award Area

Year	Source of Income	Amount Received
TOTAL		\$0

IX. Earned Income NOT Related to this Award Area.

Year	Source of Income	Amount Received
2000	Housekeeping	\$1,630
TOTAL		\$1,630

X. Gifts, Inheritance and Other Non-Earned Income

Year	Source of Income	Amount Received
2001	FFA Awards (Public Speaking, Proficiency)	\$750
TOTAL		\$750

XI. Accounting for Change in Owner's Equity

1. Total Return to Capital Labor & Management (Section V, Line 6, Column F)	\$34,199
2. Non-Cash Income <u>NOT</u> Related to the Award Area (Section VIII)	\$0
3. Earned Income <u>NOT</u> Related to this Award Area (Section IX)	\$1,630
4. Gifts, Inheritances and Other Non-Earned Income (Section X)	\$750
5. Total Sources of Income (Section XI, 1+2+3+4)	\$36,579
6. Withdrawals for Personal Living, Gifts, Income Taxes Educational Expenses and All Other Personal Expenditures	
7. Maximum Possible Increase in Owner's Equity (Line 5 minus Line 6) *	\$36,579
8. Gain or Loss in Owner's Equity (Section VI, Line 6, Column D) *	\$29,720

* Note Line 7 must be equal to or exceed Line 8.

MET

XII. Supporting Documentation DIVERSIFIED HORTICULTURE

A. Resume'

(6)

Attach a one or two page resume' that includes the following sections:

- a. Name/address/phone number/FFA chapter
- b. Career objective
- c. Education
- d. FFA leadership activities /awards
- e. School leadership activities/awards
- f. Community leadership activities/awards
- g. Professional associations
- h. Other accomplishments
- i. References

B. Employer or Instructor's Statement

(2)

The applicant's most recent employer or agriculture instructor should evaluate and submit a maximum of one page report of the progress the student has made in developing the skills and competencies necessary for success in:
DIVERSIFIED HORTICULTURE

C. Supporting Pictures

(10)

Submit a maximum of six photographs, no larger than 3 1/2" x 5" or 4"x 6", with a brief caption (50 words or less) for each. (The National FFA Organization reserves the right to retain and use the photographs for publicity purposes.)

D. Personal Page

(2)

Attach one page of additional information, of your choice, supporting your application for this area. (i.e.. Newspaper clippings, additional statements from employer, student work, etc.)

1167 Dry Hill Rd.
Anywhere, TN 55555

555-555-5555
Anywhere County FFA

Melissa Burniston

Career Objective

I would like to major in agriculture education and minor in public relations. In doing this, I can incorporate all of the skills I have learned in the FFA and use them in any future job I may have.

Education

- Senior (12th grade) Anywhere County High School
- Ohio Florist Short Course 1999, 2001
- National Hydroponics Conference 1999- 2000
- Nashville Lawn and Garden Show 1999 & 2001

FFA Leadership Activities/awards

- Creed 2nd in State 1999
- Soil Judging 1998-2001
- Parliamentary Procedure 1999-2001
- Ceremonial CDE 3rd State 2000
- FFA Scholarship Award 1999-2001
- Star Greenhand 1999
- Prepared Public Speaking-
2nd State 1999
1st State 2001
7th in Nation 2001
- Washington Leadership Conference 1999
- Made For Excellence Conference 1999-2002
- Chapter Officer Leadership Training 2000-2001
- FFA Leadership Camp 1998-2001
- Camp Council Secretary 2000
- Camp Council Vice President 2001
- State Convention 1999-2001
- National Convention 1998-2001
- Anywhere District Officer 2000
- Chapter Vice-President 1999-2001
- East Tennessee Regional President 2000-01
- Star Chapter Degree 2000
- Job Interview CDE 2001
- Agriculture Issues CDE
2nd in State
State Finalist
- State Officer Nominating Committee 2001
- Extemporaneous Public Speaking 2001-2002 State Finalist

- Most Outstanding Junior 2001
- FFA State Degree 2001
- Chapter President 2001-2001
- Nursery Operations Proficiency- 1st in State 2001
2nd in Nation 2001

School Leadership Activities/Awards

- Prayer and Bible Club 1998-2001
- Beta Club 1998-2001
- 4-H 1993-2001
- Teenboard 1999-2001
- Teenboard Outstanding Member 2000
- 4-H Honor Club 1999-2001
- Spanish Club 2000-2001
- 4-H County Public Speaking Winner 1995-2002
- College Prep English 10 Writing Award 2000
- College Prep English 11 Writing Award 2001
- National Honor Society- President
- National Vocational Technical Honor Society- Secretary

Community Leadership Activities/Awards

- Samaritans Purse 1999-2001
- Santa's Helping Hands 1999-2000
- Adopt-A-Highway 1998-2001
- Guest Speaker at Rotary International 2000-2001
- Guest Speaker at American Legion 2000
- Guest Speaker at Historical Society 2001
- Guest Speaker at National Hydroponics Conference 1999 & 2000
- Methodist Church Member 1998-2002
- Character Counts Day Camp Leader 2000-2001

Other Accomplishments

- I have maintained a 4.0 GPA throughout my high school career
- Finalist in "Exploring the Awesome Powers of Change" Electric
- Cooperative Essay
- Valedictorian of my Senior class
- Anywhere County High School Shining Star Award 2001
- Outstanding Junior from High School Teachers 2000-2001

References

- Wanda Payne (English Teacher) 510 Fairground Lane,
Anywhere, TN 55555 (555) 555-1111
- Kenneth McQueen (Agriculture Advisor) 520 Fairground Lane,
Anywhere, TN 55555 (555) 555-1234
- Barbara Henson (Guidance Counselor) 510 Fairground Lane,
Anywhere, TN 55555 (555) 555-4123

Melissa has taken full advantage of her opportunities in everything she desires to pursue. She uses her leadership skills learned in the FFA in all aspects of her life, which is most obvious when you look at her success. Melissa has an extremely busy schedule, especially for someone her age, yet she finds time to be involved in other community leadership activities in addition to the FFA. She is the valedictorian of her class and will attend Tennessee Technological University next year in agriculture education. The Supervised Agricultural Experience program has been a very serious but yet fun part of Melissa's life since she and her sisters began this endeavor. They do all the work and maintenance themselves without having to be coaxed into it. Their business has grown rapidly in growing quality plant material. Melissa has learned about all aspects of the nursery and landscaping business and is able to operate them on her own.

Sincerely,

Harvey Burniston, Jr.

FFA Advisor and Parent

VI. SUPPORTING DOCUMENTATION (continued)

C. Supporting Pictures

Melissa Burniston

DIVERSIFIED HORTICULTURE

PHOTO # 1

PHOTO UNAVAILABLE AT TIME OF SCANNING.

Water garden installation is a very important part of my landscaping business. My water gardens are built to create a natural ecosystem that only needs cleaning once a year. I am pictured with my sisters only three days after our installation of this garden. This is an 11' x 16' pond with a 20' stream.

VI. SUPPORTING DOCUMENTATION (continued)

C. Supporting Pictures

Melissa Burniston

DIVERSIFIED HORTICULTURE

PHOTO # 2

PHOTO UNAVAILABLE AT TIME OF SCANNING.

This was part of a large landscape job in which I am planting Old Gold junipers on a bank to keep the owner from having to mow it. My two sisters and two friends assisted with this large job, totaling over 700 junipers.

VI. SUPPORTING DOCUMENTATION (continued)

C. Supporting Pictures

Melissa Burniston

DIVERSIFIED HORTICULTURE

PHOTO # 3



Proper pruning is essential to growing quality trees and shrubs. These Bradford Pears are pruned to create a crown as soon as possible so that the trees will have clear, scar-free trunks. These are some of the few plants I grow in addition to perennials, which are our primary crop.

VI. SUPPORTING DOCUMENTATION (continued)

C. Supporting Pictures

Melissa Burniston

DIVERSIFIED HORTICULTURE

PHOTO # 4



This was our largest job last summer. We converted an old farm pond into a beautiful picturesque entrance to the owner's driveway. I used a 4200 gallon per hour submersible pump inside a 55 gallon drum sunk to the bottom of the pond to create the waterfall.

VI. SUPPORTING DOCUMENTATION (continued)

C. Supporting Pictures

Melissa Burniston

DIVERSIFIED HORTICULTURE

PHOTO # 5



I am very involved in all aspects of our FFA program. Katie Poth, National FFA Vice President, is presenting me a plaque for being the Mid-South Fair winner in prepared public speaking. My speaking abilities have also helped me teach others about agriculture, as well as becoming the East Tennessee Regional President.

VI. SUPPORTING DOCUMENTATION (continued)

C. Supporting Pictures

Melissa Burniston

DIVERSIFIED HORTICULTURE

PHOTO # 6



When we constructed our second greenhouse, the weed barrier mat was placed on top of the gravel. This design provides for easier walking and clean-up of debris which is spilled on the greenhouse floor. Therefore, greenhouse sanitation is easier to maintain. Here, my sister and I are checking for disease.

PERSONAL PAGE

**UNABLE TO SCAN NEWSPAPER
ARTICLE SUBMITTED WITH THE
APPLICATION.**